



Summary Job Description

VP OEM Partnerships

(to be based in Dubai)

The role is to develop, cement and maintain relationships with Original Equipment Manufacturers (OEMs) across a broad spectrum of industries and equipment (agricultural, industrial, manufacturing, medical, yellow metal, etc.) for:

- Negotiating procurement arrangements of equipment for AAFC's direct leasing activities (Ethio Lease and others)
- Marketing, arranging and negotiating regional or Pan-African vendor lease programs

We are looking for someone with relevant commercial experience and experience with, or exposure to, leasing or similar financing structures.

Excellent cross-cultural communication skills, a solid analytical foundation and the ability to work and deliver independently ("self-starter") are essential. Proven ability to "close" transactions is required, as is demonstrated skills in preparing and executing both the data analytics ("business case") and the commercial collateral ("pitchbooks"). Good coordination and (project) management skills are expected.

Your background could be in equipment sales, project finance, procurement, or relevant consultancy. You are likely to have an advanced degree, and a minimum of 10 years relevant experience, working internationally in a customer or client facing position.

The job will require you to travel at least 50% of the time, with most of this travel to the USA, Europe, Korea, Japan and possibly China, and some travel to various African countries. Your background and nationality must accommodate these travels.

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